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InFocus Provides Customer-Focused Support to Help Global Companies Project Themselves in the Best Light

Business Editors & High-Tech Writers. **Business Wire.** New York: Jan 25, 2000. pg. 1

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Abstract (Document Summary)

InFocus(R) (Nasdaq:INFS), the worldwide leader in data/video projectors, today announced the expansion of its WorldView Strategic Accounts Program.

Many of InFocus' larger WorldView participants, such as Arthur Andersen, , , , J.D. Edwards, , and , invest in excess of \$1 million a year in presentation technology. These companies, along with many other global and national firms, have recognized the increasing role of data/video projectors as critical business tools and have chosen to standardize on the InFocus brand for their presentation solutions.

Participating WorldView companies work with InFocus teams to identify their presentation technology needs company-wide, then consolidate their purchase and support requirements across geographic boundaries. The InFocus WorldView program allows participants to provide their entire workforce -- from mobile sales teams to in-house trainers and instructors --

with the appropriate presentation solutions for their needs. Benefits of InFocus' WorldView program to its participants include: a customized web site, aggressive pricing, extended warranties, priority around-the-clock support, new product allocation, and programs and services tailored to meet the customer's individual needs. Worldview participants also receive previews of new products, such as the recently announced InFocus Lightport networking software.

Full Text (689 words)

Copyright ©Business Wire Jan 25, 2000

WILSONVILLE, Ore.--(©BUSINESS WIRE)--Jan. 25, 2000--

Arthur Andersen, ©Hewlett-Packard, ©Intel and ©Pfizer are Among Participants in InFocus WorldView Program

InFocus(R) (Nasdaq:INFS), the worldwide leader in data/video projectors, today announced the expansion of its WorldView Strategic Accounts Program.

This program, based on InFocus' dedication to building lasting relationships with its customers, enables InFocus and its resellers to provide major customers with complete and consistent presentation solutions worldwide.

Many of InFocus' larger WorldView participants, such as Arthur Andersen, ©Hewlett-Packard, ©IBM, ©Intel, J.D. Edwards, ©Oracle and ©Pfizer, invest in excess of \$1 million a year in presentation technology. These companies, along with many other global and national firms, have recognized the increasing role of data/video projectors as critical business tools and have chosen to standardize on the InFocus brand for their presentation solutions.

Participating WorldView companies work with InFocus teams to identify their presentation technology needs company-wide, then consolidate their purchase and support requirements across geographic boundaries. The InFocus WorldView program allows participants to provide their entire workforce -- from mobile sales teams to in-house trainers and instructors -- with the appropriate presentation solutions for their needs. Benefits of InFocus' WorldView program to its participants include: a customized web site, aggressive pricing, extended warranties, priority around-the-clock support, new product allocation, and programs and services tailored to meet the customer's individual needs. Worldview participants also receive previews of new products, such as the recently announced InFocus Lightport networking software.

"InFocus' WorldView program has enabled the ©Pfizer team to proactively manage and satisfy our entire company's presentation needs," said Tom Brown, vice president of Purchasing/Sourcing for ©Pfizer. "Rather than working with a variety of manufacturers and resellers throughout the world, our buyers can work with one team to receive the best prices available as well as the products, service and support they need to present ©Pfizer in the best light."

The foundation of the InFocus WorldView program is the understanding that global customers want to streamline their technology acquisition processes. The program was designed to meet the needs of both traditional buying and Web-based procurement, and recognizes that virtually all global companies

require local service and support, even as they attempt to consolidate and centralize their purchasing. The WorldView program accommodates this requirement by including InFocus' large network of value-added resellers in the process.

For more information about the WorldView Strategic Accounts Program, please contact InFocus at 503/685-8888.

InFocus Systems, Inc. (Nasdaq:INFS) is the worldwide leader in developing, manufacturing, and marketing award-winning data/video projectors and services. All projectors provided by InFocus are backed by a comprehensive two-year service warranty, an exclusive "24-hour seven days per week" customer support hotline 800/799-9911 and our Priority Care program. For the fiscal year ending December 31, 1999 InFocus revenue was \$390.7M. The company's headquarters are located at 27700B SW Parkway Avenue, Wilsonville, Oregon 97070-9215. Call 800/294-6400 or 503/685-8888. InFocus' fax number is 503/685-8631.

This press release includes forward-looking statements. Investors are cautioned that all forward-looking statements involve risks and uncertainties and several factors could cause actual results to differ materially from those in the forward-looking statements. Forward-looking statements relate to anticipated revenues, gross margins, earnings, and availability of products manufactured on behalf of the Company, backlog and new product introductions. The following factors, among others, could cause actual results to differ from those indicated in the forward-looking statements: 1) in regard to revenues, gross margins and earnings uncertainties associated with market acceptance of and demand for the Company's products, impact of competitive products and pricing and dependence on third party suppliers; 2) in regard to product availability and backlog, uncertainties associated with manufacturing capabilities and dependence on third party suppliers; and 3) in regard to new product introductions, uncertainties associated with the development of technology and the establishment of full manufacturing capabilities, dependence on third-party suppliers and intellectual property rights. Investors are directed to the Company's filings with the Securities and Exchange Commission, including the Company's 1998 Form 10-K, which are available from the Company without charge, for a more complete description of the risks and uncertainties relating to forward looking statements made by the Company as well as to other aspects of the Company's business.

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